



IT'S RENEWAL TIME!

By now most of you have received and responded to the renewal letter that was sent to it. Please make sure you complete, sign and send in with the required information. We wish to forward your quotation to you as soon as possible so you can properly review.

Thanks to all that have sent all the paperwork in.

THE BINDER

After you review your renewal and accept the terms, we will forward to you the insurance binder.

The binder is the confirmation from us, on behalf of the insurance companies, that the coverage is in place as agreed.

PAYMENT TERMS

We can provide to you a monthly payment plan. The down payment is 20%, and the balance is spread over 10 monthly payments.

The service charge for this is approximately 5% of the premium. I suggest that you consider this option for cash flow.

The common concern or question is having payments past "your season". I suggest at the end of the season that you pay off your balance. This plan allows for minimal cash outlay up front and through the season.

If during our discussions we agree to an alternate payment plan, please send in the payments, including post-dated cheques. We have to have them on file as soon as possible.

RAIN-OUT POLICY

Weather affects all of you. This is one variable that you cannot control. Jones Brown Motorsport respects that.

When your renewal quotation is determined (annual premium clients), a credit is built in up-front (10% of the calculated premium). If you experience more rain-outs and cancellations of your schedule than 10%, we will provide a premium adjustment at the end of the season. I ask that you notify us as the "rain-outs" occur in writing so we have this information on file.

A rain-out cancellation is defined as a 100% loss of show or a partial show where rainchecks are given to the spectators. If you run a partial show but do not give rainchecks, the show is not considered a rain-out cancellation.

WAIVER & RELEASE

The Waiver & Release form has been reviewed by the lawyer. Consequently, it has been changed to reflect Canadian law and it is also reworded to expand beyond "racing". We will be forwarding an initial supply upon confirmation of renewing your coverage.

CLAIMS/INCIDENT

It is important that you forward to us immediately the completed Incident Forms after each week. We do not want you to judge whether the incident is worthy of letting us know. Protect yourself by sending them all in.

In the event of serious injury to a participant or any spectator injury, call our 24 hour claims notice line.

OUR CLIENTS

We want to take the time to acknowledge our clients. We thank them for placing their insurance with the No. 1 Motorsports Insurance provider in Canada.

October 01 - March 31 - all new renewal clients:

- Rallye International de Charlevoix
- Drivability Car Control Clinics o/b Magwood's Diversified
- South Buxton International Raceway
- Complexe Recreatifs Amigo
- Albern Valley Drag Race Association
- Les Investissements du Camping Lac Morin Inc.
- Delaware Speedway
- Saferoads Canada
- Sudbury Kartways Inc.
- Adrenaline Auto Sport
- CMRC
- 3534911 Manitoba Ltd. o/a Thunder Rapids Fun Park
- Challenge Automobile Sur Glace du Canada
- Langley Quarter Midgets Association
- Fraser Valley Lawnmower Racing Association
- CMA
- Thrill Show Productions Inc.



HOW TO CONTACT US

Kevin Besta:	Telephone No.:	416-628-5320
		888-379-6821
	Cell No.:	519-770-5351
	e-mail:	kbesta@jonesbrown.com
Carrie Clermont:	Telephone No.:	416-408-5049
	e-mail:	cclermont@jonesbrown.com



JONES BROWN INC.

480 University Ave., Suite 800
Toronto, Ontario
M5G 1V2

Telephone No.: 416-408-1920
Facsimile No.: 416-408-4517
website: www.jonesbrown.com